



## Job Specification – Loan Capital Markets Intern



ING is a global bank with a strong European base. Our over 56,000 employees serve around 38.8 million customers, corporate clients and financial institutions in over 40 countries. Our purpose is to empower people to stay a step ahead in life and in business. This purpose guides us in everything we do.

Our products include savings, payments, investments, loans and mortgages in most of our retail markets. For our Wholesale Banking clients, we provide specialised lending, tailored corporate finance, debt and equity market solutions, payments & cash management and trade and treasury services. Customer experience is what differentiates us and we're continuously innovating to improve it. We also partner with others to bring disruptive ideas to market faster.

'Do your thing' is our new brand direction and our first global tagline. It articulates our purpose and our promise to make banking frictionless. It's about encouraging people to do more of the things that move them and their business. 'Do your thing' is not about irresponsible behaviour but about people being free to live the life they want to live, knowing that they will make their world a little better for it.

<b>Job Title:</b>	Loan Capital Markets Intern
<b>Business/Function:</b>	Loan Capital Markets Team ("LCM")
<b>Line Manager:</b>	Arthur van Schie / Nikolaus Drexler
<b>Core Hours of Work:</b>	Full Time – 9.00 am – 5.00 pm
<b>Duration</b>	9 month paid internship programme running from October 2021 to June 2022
<b>Status:</b>	Temporary
<b>Required start date</b>	October 2021

### Job Description

The ING London Internship Programme: A structured programme aimed at university students and recent graduates. The programme will offer first-hand experience of what a career at ING is like by giving you an opportunity to observe and get involved in the day to day running of the business. An internship at ING will allow you to explore your interests and develop your professional skills and capabilities.

### Job Responsibilities

- Keep track of relevant trends and developments in the various loan markets that ING is active in
- Assist on construction of advice in relation to structuring, pricing and marketability of transactions
- Produce effective pitch materials to win mandates with ING's clients
- Perform analysis of comparable transactions
- Assist in the preparation of Syndication Memos
- Prepare general presentations for the business
- Assist in data quality and be conversant with systems used in ING
- Support other colleagues in team projects
- Work with the other interns to put together "meet the manager" sessions amongst the managers, networking events and product sessions
- Actively participate in volunteering opportunities available through ING's charity partnership initiatives
- Think of ideas for charity events for the London office and take them on and make them happen!

### Your Work Environment

LCM is a global business primarily focused on the distribution of loans in the primary market covering Structured Finance, Corporate & FI Lending and Real Estate Finance. You would be an integral part of the London-based team.

LCM performs four key functions:

- Market intelligence and market-related risk analysis (e.g. underwriting)

- Provides a 'market-focused' independent view for ING's approval process
- Co-ordination and deal execution
- Co-ordination of use of credit and political risk insurance (CPRI)

Strong syndication business:

- Allows ING to manage its balance sheet from a risk perspective, reducing risk weighted assets
- Enables ING to improve its return on capital through the generation of underwriting, arrangement and co-ordination fees
- Enables alternative use of capital
- Enables ING to present one face to external investors in syndicated loans
- Gives ING visibility to clients and to the banking market through arranging high profile transactions
- Acts as a "catalyst" for developing more business opportunities with our clients

### Career Potential

This role provides an excellent opportunity to gain an introduction to working within the department, with the potential to apply for permanent roles as available.

### Who Are We Looking For?

#### Required Skills

##### Essential

A recent graduate or looking to do a university placement year  
Must have the right to work in the UK for the whole duration of the proposed internship

Someone who can work well as part of a team as well as own initiative, good timekeeper and well organised  
Good communication and interpersonal skills are required both for interaction between team members and with customers

Good PC skills, including a working knowledge of Word, PowerPoint, Excel & Outlook  
Someone with a professional and confident manner but also approachable and friendly  
Good verbal and written communication skills  
Ability to execute tasks independently and manage/prioritize workload  
Willingness to learn

##### Desirable

One other European language

#### What Type Of People Are We Looking For

Creating a differentiating experience starts with ING's culture: entrepreneurial, open, collaborative, innovative and energetic. Who we are and how we work are set out in our Orange Code. Our values are the non-negotiable promises we make to the world. The principles we stick to no matter what are: we are honest, we are prudent, and we are responsible. Our behaviours are the commitments we make to each other and the standards by which we measure performance. These behaviours are what set us apart. We are looking for people who apply these behaviours: you take it on and make it happen, you help others to be successful and you are always a step ahead.

With integrity above all, the Orange Code is our manifesto describing the values and behaviours that define us and what it means to be ING.

Click [here](#) to find out further information on this intern programme and how to apply